A recording of this kick-off is being made and will be made available to all participants

You will also receive an email with this deck and links to all content

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Cloud Practitioner Accelerator

UST Global Kick Off

Creighton Helms, AWS Partner Enablement Manager
June 20, 2022

UST Global Executive Sponsor:

Muraleekrishnan Prabhakaran Nair

Global Head – IT Infrastructure and Cloud Services

UST Global®

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We have deep expertise and experience in AWS

8+ Years Practice

46 Engagements

23 Active Clients

Global Client Presence

500+ Certified Professionals

Center of Excellence Accelerators, Solutions, Expertise

1000+ Applications Migrated

Talent distribution

NA	15%
APAC	75%
EMEA	10%

200+ New Applications on AWS

2,000+ Architects & Developers

aws partner network
Advanced Consulting Partner

aws partner network
Advanced Consulting Partner
Solution Provider

Talent	#
Cloud Operation Engineers	600+
Cloud Architecture Specialists	150+
Cloud IaaS build Specialists	150+
Cloud Migration Specialists	100+
Cloud Native Application development Specialists	75+
DevOps on Cloud Architects	50+
Cloud QA Specialists	220
Project Managers – Cloud Focus	50

Note: In the above list, many of our Cloud specialists are experts in more than one skill specializations

UST Global is certified in the Solution Provider Program to sell AWS services

Highlights of our Cloud Developers & Architects' Skillset:

- **Languages:** Java, NodeJS, Python, GoLang, AngularJS
- **Database:** MySQL, Redshift, Dynamo DB, AWS RDS (different DB platforms), Elastic search
- **Automation:** Bash, Chef, Puppet, Ansible, Terraform, CloudFormation, Kubernetes, Docker, Jenkins
- Others: Grafana, Prometheus, CollectD, Linux, AD, ELK, SonarQube, Artifactory
- Expertise in Cloud application architecture, Container platform design, Monitoring solutions design, IoT Telemetry application design

“There's never been a better time to be alive if you're curious,”

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What is the Program?

Prepare for AWS Certification in 4 Weeks!

- We're excited to launch a simple, no-nonsense training program to help prepare you to become AWS Certified in just 4 weeks!
- Structured learning opportunities each week
  - Optional Office Hours and Content Reviews hosted by AWS experts
- Live test-prep session offered prior to exam
- AWSome badges to share on social media

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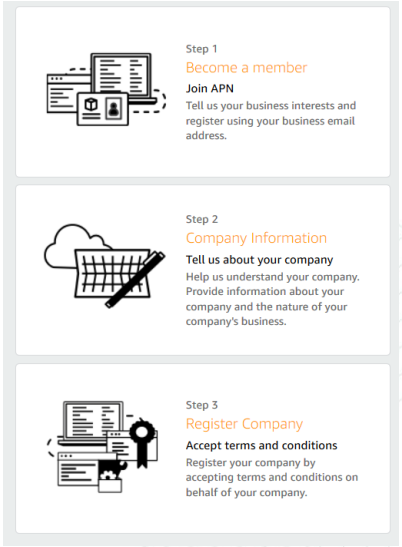
Joining the Amazon Partner Network

Required for Accessing Partner Training

The AWS Partner Network (APN) is the global Partner program for AWS.

It is focused on providing members of the APN with programmatic, technical, business, and go-to-market support.

When you register with APN, you will join a vast, high-growth network of software and professional service firms that offer a wide range of products and expertise to help customers take advantage of the AWS Cloud.



Request APN Access

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Training Program Structure

Training Calendar

Weekly Schedule

Week	Dates	Activity
1	06/20 – 06/24	Complete Business **or** Technical Accreditation (3 hours)
2	06/27 – 07/01	Complete Cloud Economics Accreditation (3.5 hours)
3	07/04 – 07/08	Cloud Practitioner vILT (8 hours)
4	07/11 – 07/15	Cloud Practitioner Exam Prep (3 hours)
4+	07/18 +	Take the Certification Exam (1.5 hours)

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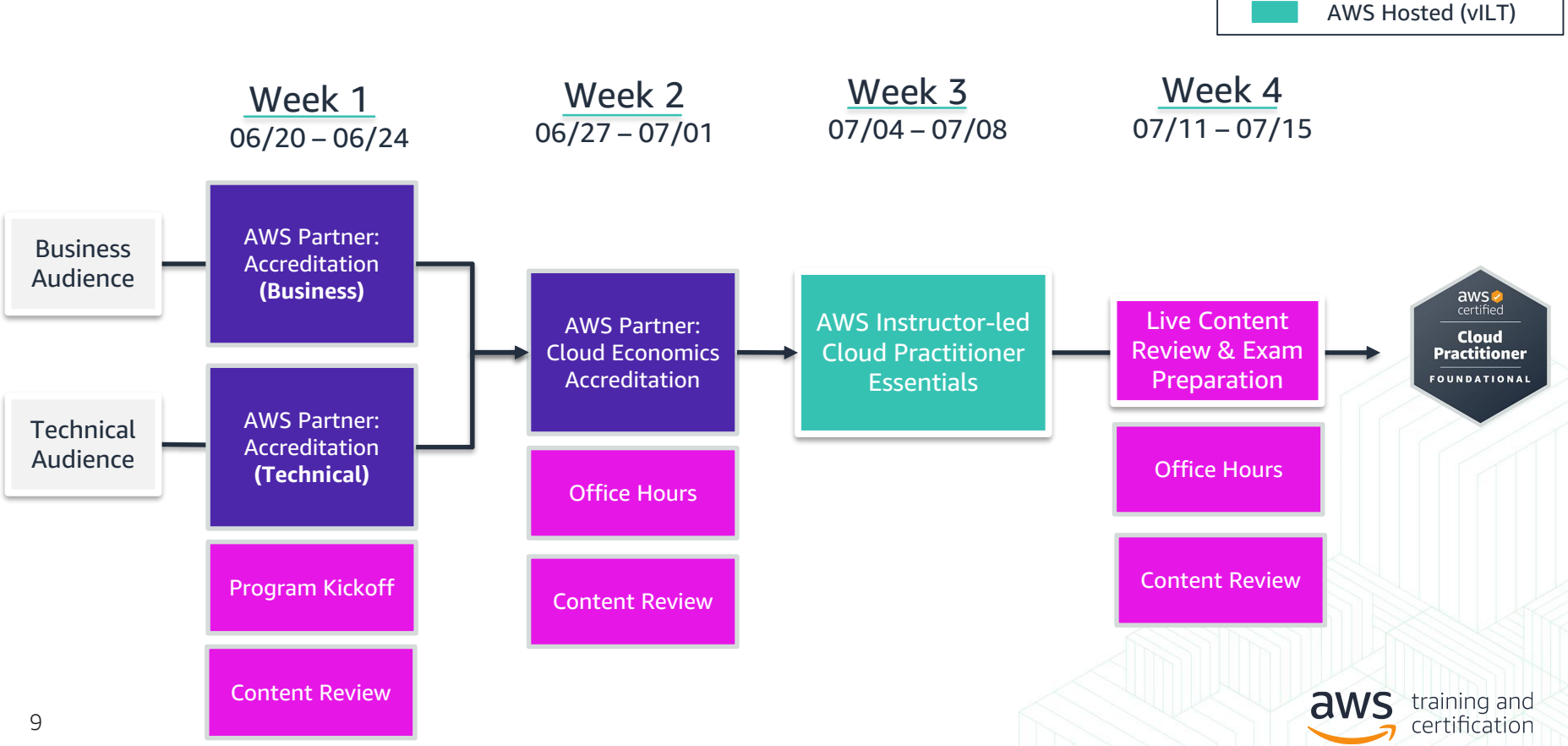
Program Overview



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Training Content – Week 1

AWS Partner: Accreditation (Technical)

- Identify core AWS services and relate them to common architectures and use cases
- Model a typical technical customer pre-engagement cycle
- Recognize common discovery concerns and architectural challenges

OR

AWS Partner: Accreditation (Business)

- Describe AWS Cloud technology and its significance to partners
- Identify AWS products and services, case studies, and strategies
- Access the APN community and programs
- Consider successful go-to-market (GTM) strategies

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Training Content – Week 2

AWS Partner: Cloud Economics Accreditation

- Explain the four pillars of the Cloud Value Framework and the framework's partner value proposition
- Explain why cost savings matters and show customers how they can lower their costs by migrating their workloads to AWS
- Calculate and differentiate customers' staff productivity as strategic versus tactical by migrating to AWS
- Define business agility and how it allows businesses to innovate

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Training Content – Week 3

Cloud Practitioner Essentials vILT Course

- Understand the core AWS products, services and value proposition
- Describe key services on the AWS platform and their common use cases (for example, compute and analytics)
- Describe basic security and compliance aspects of the AWS platform and the shared security model

Date	Time	Language	Region	APN
07/05/2022	9am IST	English	India	Click here to register
07/07/2022	9am CT	English	North America	Click here to register

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Training Content – Week 4

Cloud Practitioner Exam Prep & Exam

Study Guide

- Supplemental study guide
- Highlights domains to be reviewed
- Reference key whitepapers to review
- Reference key services and concepts to review

Quiz Shows

Recorded Quiz Shows work through example questions with strategies for answering

- CP Exam Quiz Show #1
- CP Exam Quiz Show #2
- CP Exam Quiz Show #3
- CP Exam Quiz Show #4

Live Exam Prep

- One and a half hour session
- Reviews and summarizes key concepts
- Two options available

FAQ & Next Steps

FAQ

Related to the Program

- **What happens during ‘office hours’? Do I have to attend them?**
  - Exam preparation quiz shows will occur during office hours. We highly recommend joining the office hours sessions.
- **When will I get my accreditation badges? They’re not showing up in Credly!**
  - Badges take 7-10 business days to be awarded.
- **Can I get all of the accreditations during week 1?**
  - We recommend that you take the accreditation this is more aligned to your role (e.g. a solution engineer will take Tech, whereas an inside sales rep will take Business).
- **What if I can’t attend any of the instructor led training sessions?**
  - Please take the digital AWS Cloud Practitioner Essentials course.
- **When should I purchase my exam voucher and schedule my exam?**
  - Purchase your voucher and schedule your exam as soon as possible. Complete your exam no later than the end of week 3 for maximum pass rate.
- **Can I take the exam virtually due to COVID-19 protocols in my geography?**
  - You can take the exam virtually or in a testing center. Please schedule your exam for whichever delivery model works best for you.

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FAQ (continued)

Related to the Program

- **Does this training cost money?**
  - All training offered in this program is completely free to AWS Partners.
- **Will AWS give me a free exam voucher for participating in this program?**
  - No – the individual is responsible for buying their own exam voucher ($100)
- **Will the office hour and content review sessions be recorded?**
  - Yes – each session will be recorded and distributed to program participants.
- **After each session will we get a copy of the PowerPoint deck?**
  - Yes – after each session a .pdf of the PPT will be distributed to program participants.

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Next Steps

Register for a vILT session

Date	Region	APN
07/05/2022	India	Click here to register
07/07/2022	North America	Click here to register

Begin Week 1 activities

For program related questions please reach out to Gamahelpdesk@ust.com

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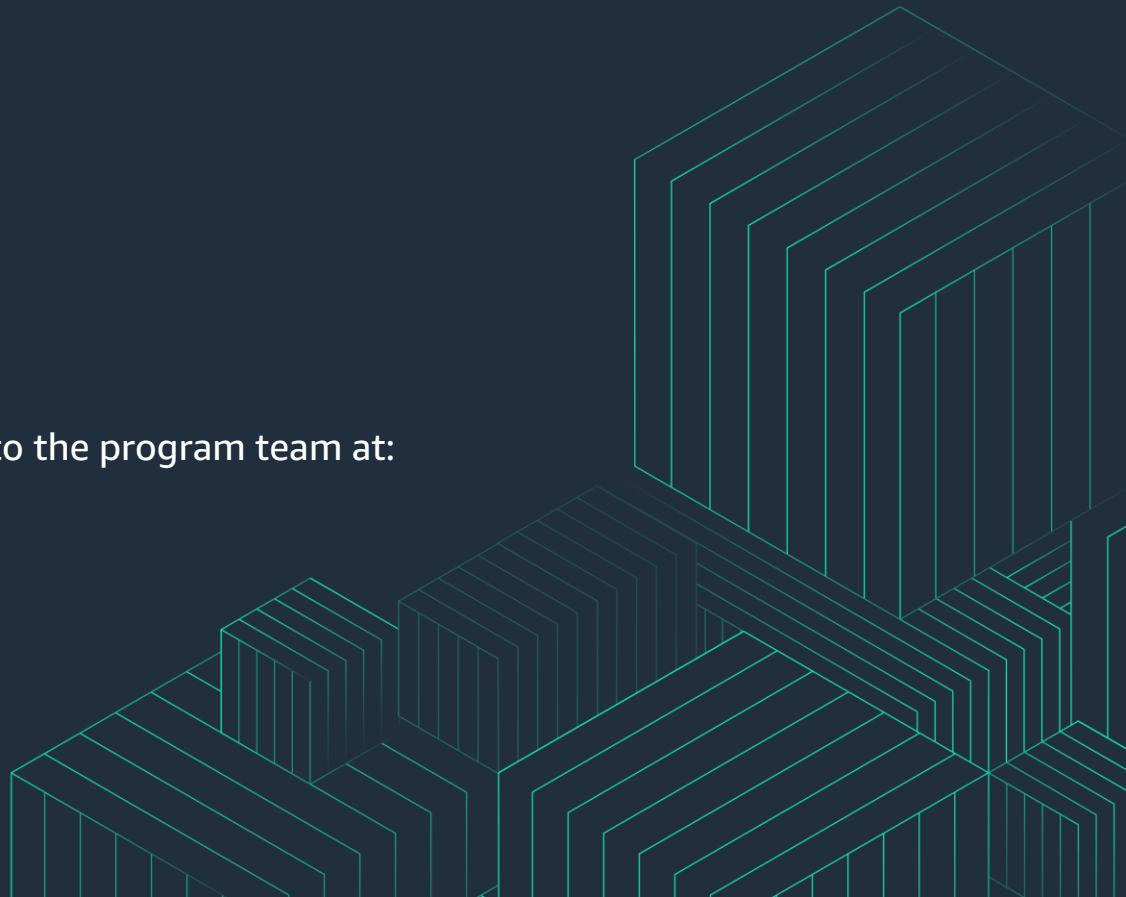
Thank You!

Questions or Support, please reach out to the program team at:
Gamahelpdesk@ust.com



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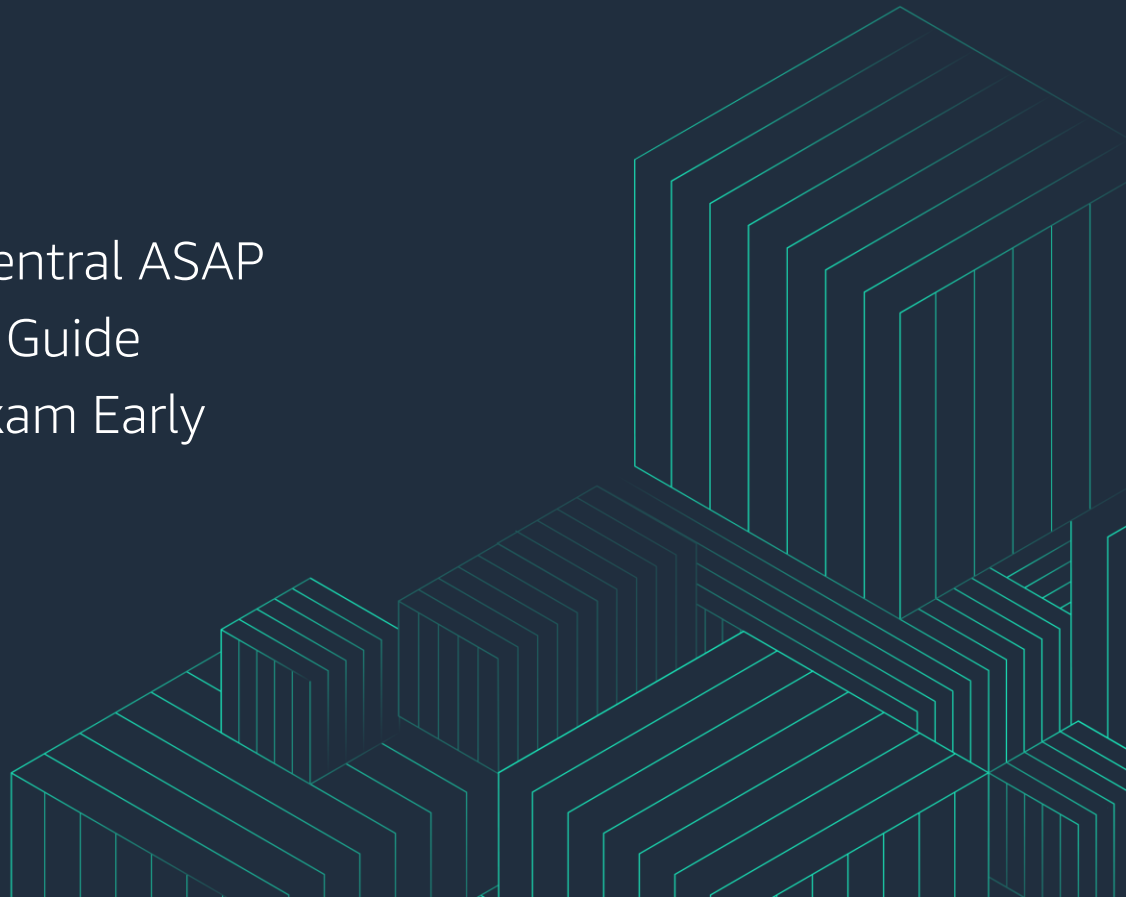
Session Q&A

- Register for APN Partner Central ASAP
- Please review the Program Guide
- Register for Certification Exam Early
- Gamahelpdesk@ust.com